



USDA Foreign Agricultural Service

# GAIN Report

Global Agriculture Information Network

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## **Bosnia-Herzegovina**

### **Market Development Reports**

### **Dried Fruit and Nuts**

### **2003**

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**Report Highlights:**

In 2002, total nut imports amounted to 4,018 tons (\$5.3 million). Total dried fruit imports amounted to 969 tons (\$1.2 million). Of that, Bosnia Herzegovina imported 68.4 tons of nuts and dried fruits from the U.S. There are only a few companies that import, process, and pack nuts and dried fruits, and most of this processing is done in bulk. Demand for these products is generally good from September through March. U.S. products are usually purchased through European brokers.

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Includes PSD Changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
Vienna [AU1]  
[BK]

## Consumption and production

Pre-war per capita consumption of walnuts, hazelnuts and almonds in Bosnia and Herzegovina<sup>1</sup> was 0.5 kg. Per capita consumption of dried fruits (prunes, dried figs and raisins) was 0.4 kg. Although official data is unavailable, current nut consumption is estimated at 0.6 kg per capita. Dried fruit consumption is estimated at 0.5 kg per capita. Total consumption for Bosnia and Herzegovina's population of 3.8 million is around 4,200 tons.

Local nut production is limited to mostly walnut production for farm use. Production of dried fruits is not significant. Plums are produced all over the country, but because of improper drying facilities, prune production is not significant.

## Market Information and Companies Profile

There are only a few companies that import, process, and pack nuts and dried fruits. Most of this processing is done in bulk. The largest processor is Eurocompany 99 in Capljina, Herzegovina. Eurocompany 99 imports around 1,000 tons of peanuts annually, mostly in shell from China; 100 tons of almonds, mainly from the U.S.; raw pistachios from Iran; hazelnuts and dried figs from Turkey; apricots from Italy; and walnuts from Romania. U.S. walnuts are twice the price of Romanian product. Consumers prefer longer, smaller, brighter almonds. There are not many processed nut products, such as chocolate covered almonds, but such products have some market potential.

Mladegs Prnjavor annually packs 20 tons of almonds, 30 tons of hazelnuts, and 80 tons of raisins. Vispak Visoko packs around 500 tons of shelled peanuts annually. Peanuts are mostly imported from China and Argentina. In shell peanuts sell better because of their lower price.

U.S. products are usually purchased through European brokers. Demand for dried fruit and nuts is generally good from September through March and poor during the rest of the year. The market for dried fruits is small in general and limited to large urban areas. Because of limited disposable income, product price is very important to consumers.

A number of small and medium sized confectioneries such as "Klas" Sarajevo, Mira Prijedor, Lasta Capljina, Zora Sarajevo use nuts and dried fruits for production of cookies, peanuts for extruded flips products, peanut butter, and other products. Sliced almonds for confectionery use are not preferred, as industries prefer to do the cutting and milling themselves. Confectioneries import both goods and by products from wholesalers.

## Trade

Officially reported imports of nuts and dried fruits in 2001 were 3,615 tons and exports amounted to 76 tons. In 2002, imports of dried nuts and fruits increased significantly to 4,987 tons or 11.1 million KM (\$6.5 million). Total nut imports amounted to 4,018 tons, or 9.1 million KM. (\$5.3 million). BiH imported 1,354 tons of walnuts, 1586.2 tons of peanuts, 945.3 tons of pistachios, 192 tons of hazelnuts, and 127 tons of almonds.

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<sup>1</sup> Under the 1995 Dayton Peace Agreement, Bosnia and Herzegovina (BiH) is divided into two Entities: the Federation of Bosnia and Herzegovina (F BiH) and Republika Srpska (RS). There is also the Brcko District with a special administrative status.

Total dried fruit imports amounted to 969.3 tons or 1.98 million KM (\$1.2 million). BiH imported 447 tons of raisins, 178.6 tons of figs, 104 tons of dates, 64 tons of prunes, 60.5 tons of apricots and 6.4 tons of dried fruit mixtures. Total exports were around 300 tons.

Around 70% of total dried fruits and nuts imported in 2002 came from Romania (1,260 tons), Italy (639 tons), Iran (608 tons), Turkey (281 tons), Serbia and Montenegro (230 tons), Greece (209 tons), and Hungary (198 tons).

BiH imported a total of 68.4 tons of nuts and dried fruits from the U.S. in 2002. Out of that, 63.3 tons were almonds.

### Tariffs

Product	Type	Tariff (%)
Almonds	in shell	0
	shelled	5
Hazelnuts	in shell	0
	shelled	5
Walnuts	in shell	0
	shelled	5
Pistachios		0
Peanuts	in shell and shelled	0
Raisins		5
Dried Apricots		10
Prunes		10
Dried Figs		5
Dried fruits and nut mixtures		10

### Useful Information

#### Importers and Packers:

Eurocompany '99  
Mr. Dario Lubina and Mr. Ivica Datkovic, Owners  
Tasovcici bb  
88300 Capljina

Bosnia and Herzegovina  
Tel: +387 36 805 534  
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<http://www.eurocompany99.com/>

2. Mladegs Pak  
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**Confectioneries:**

Klas Sarajevo  
Husein Ahmovic, Director  
Paromlinska 33-39  
71000 Sarajevo  
Tel: ++387 33 655 873  
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Kralja Aleksandra 3  
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Tel: +387 52 233 491 and 232 211  
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